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NPI ANNUAL CONFERENCE



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T U C S O N , A R I Z O N A

38th Annual National Conference & Products Exposition and the 11th Annual Achievement of Excellence in Procurement

August 29 – September 1, 2006
JW Marriott Starr Pass Resort – Tucson, Arizona

For more information, please call 800-246-7143
or visit www.nationalpurchasinginstitute.org



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Tucson, Arizona is proud to host the National Purchasing Institute's 38th Annual National Conference & Products Exposition and the 11th Annual Presentation of the Achievement of Excellence in Procurement Awards. NPI will hold the conference at the JW Marriott Starr Pass Resort August 29th through September 1st. Come join the purchasing community for the annual series of workshops, seminars, and products exposition. Don't miss out on a great networking opportunity and a chance to discover scenic Tucson, Arizona.

This marks the first return of NPI to Tucson since its annual conference in 1984.

The conference is an excellent chance to make professional education not only productive, but also fun and exciting for delegates and suppliers alike.

NPI has also negotiated exclusive extended conference rates, valid for Sunday night, August 27th, all the way through to the following Sunday night, September 3rd. With Labor Day falling on Monday, September 4th, the conference represents an opportunity to arrive early and leave late!



AGENDA AT A GLANCE

Sunday, August 27

\$89 Room Rate Begins! Arrive early and check out the Old Pueblo!

Tuesday, August 29

Conference Registration
Golf Tournament, Starr Pass
Welcome Reception and Mexican Fiesta
Join us for an exciting evening of Sonoran Cuisine and live entertainment, including a Mariachi band and Folklorico dancers!

Wednesday, August 30

Conference Registration
Opening Ceremony and Breakfast
Welcome to Tucson,
Hon. Mayor Robert E Walkup,
City of Tucson
Keynote Speaker, Ron Canham
Presentation of AEP and Carlton N. Parker Awards
Lunch – (On Your Own)
General Sessions
Special Evening Event –
A Night Out at Old Tucson Studios
Don't miss this opportunity for a dinner and show at an award winning movie location!

Thursday, August 31

General and Concurrent Sessions
Products Exposition and Buffet Lunch
Wine and Cheese Reception

Friday, September 1

Full Day of General and Concurrent Sessions
NPI Business Meeting and Installation of Officers

Saturday, September 2 Sunday, September 3

\$89 Room Rate Continues!
Stay a while and have fun!

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GOLF

Don't forget your clubs!

Experience some of the finest golf in southern Arizona. This golf tournament is for delegates, guests, and vendors.

Starr Pass Country Club & Spa features 27 holes of Arnold Palmer Signature Golf. What's best about the golf at Starr Pass is that it's a true Sonoran desert golf experience. The course winds its way through the mountains and arroyos with the opportunity to experience the best of golf and desert wildlife. Don't be surprised if you have to wait for a pack of coyotes to stop howling or a family of deer to cross the fairway.



Tuesday August 29, 2006
Starr Pass Country Club and Spa 8:00 am Shotgun Start.

Format: Four person scramble (*individuals will be assigned to teams*)

Cost: – \$85.00

Includes: Green fee, cart, practice balls, prizes and giveaways, and a deli buffet lunch (Taylor Made R5 rental

clubs available at the golf course for \$50 +tax
Call 800-503-2898 to reserve.)

Starr Pass will be an experience to remember.

GOLF REGISTRATION

Tuesday, August 29th 2006. 8:00 am Shotgun Start

Format: Four person scramble (individuals will be assigned to teams)

Please Fill out and Return completed form AND registration fees no later than August 1, 2006 to:

NPI 2006 - GOLF TOURNAMENT • 65 Enterprise • Aliso Viejo, CA 92656 • FAX 949-715-6931

Contact Information:

Name _____

Company/Agency _____

Address _____

City/State/Zip _____

Phone / Email _____

Registration (fee includes 18 holes, cart, goody bag, lunch, prizes/giveaways)

Individual -\$85/person Qty. _____ Total enclosed \$ _____

NPI's Shootout at Starr Pass – Sponsored by **PacifiCare®**

Contact Brian Garrity at 520.791.4400 x126 or brian.garrity@tucsonaz.gov for more information on the golf tournament.

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T U C S O N , A R I Z O N A

NATIONAL PURCHASING INSTITUTE, INC. DELEGATE REGISTRATION FORM

38th Annual Conference and Product Exposition • Tucson, Arizona • August 29- September 1, 2006

Name (First & Last) to be printed on badge: _____

Title/Agency/Prof. Designations: _____

Spouse/Guest Name: _____

Mailing address: _____

City: _____ State: _____ Zip: _____

Phone: (____) _____ Fax(____) _____

E-mail address: _____

Is this your first NPI Conference? ☐ Yes ☐ No

CONFERENCE FEES: These fees cover all scheduled sessions and events per person. Receive an early registration discount of \$25 if you register before July 15, 2006. The non-NPI member full conference fee includes membership benefits in NPI (if eligible) from time of registration through January 31, 2007.

	Early Registration Fee	Fee if Received after July 15th	
<input type="checkbox"/> NPI member conference fee	\$475.00.....	\$500.00.....	\$ _____
<input type="checkbox"/> Affiliate/NPI Chapter member fee*.....	\$475.00.....	\$500.00.....	\$ _____
<input type="checkbox"/> Non-member fee.....	\$575.00.....	\$650.00.....	\$ _____

**This rate applies to non-NPI members who are members of an NPI chapter, ISM affiliate, or Achievement of Excellence in Procurement and sponsoring organizations.*

SINGLE DAY CONFERENCE REGISTRATIONS

Check Conference Day(s): ☐ Wednesday ☐ Thursday ☐ Friday, \$150/Day.....\$ _____

RETIRED NPI MEMBER AND SPOUSE/GUEST FEES

Retired members of NPI and delegates' spouse/guests may attend the conference and products exposition at no charge, but must purchase tickets for certain functions.

	Number of guests	
<input type="checkbox"/> Welcome Reception and Mexican Fiesta • August 29 ... _____	\$42.00 each\$ _____
<input type="checkbox"/> Opening Ceremony and Breakfast • August 30 _____	\$34.00 each\$ _____
<input type="checkbox"/> A Night at Old Tucson Studios • August 30 _____	\$50.00 each\$ _____
<input type="checkbox"/> Products Exposition Lunch • August 31 _____	\$35.50 each\$ _____
<input type="checkbox"/> Wine and Cheese Reception • August 31 _____	\$20.00 each\$ _____
<input type="checkbox"/> Lunch • September 1 _____	\$44.50 each\$ _____
<input type="checkbox"/> Full Package (includes all events above) _____	\$200.00 each\$ _____

PAYMENT METHOD:

Enclosed is my check or money order, payable to N.P.I.in the amount of \$ _____

Charge my ☐ Visa ☐ Mastercard ☐ American Express for the amount of \$ _____

Credit card # _____ Exp. Date: _____

Name as it appears on card _____

Authorized signature: _____

PLEASE FORWARD APPLICATION AND PAYMENT TO:

National Purchasing Institute • Conference • 65 Enterprise • Aliso Viejo, CA 92656
800-246-7143 FAX 949-715-6931

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ACCOMMODATIONS

JW Marriott Starr Pass Resort



Already world famous as a spa destination, Tucson raises the bar with the addition of the JW Marriott Starr Pass Resort. Relaxed. Luxurious. Natural. Drawing on the beauty of its location in Tucson Mountain Park, the resort features elements of the lush desert and far-reaching landscape throughout its design. Nature-inspired touches found in the warm Southwestern interiors including ceilings crafted from Saguaro-cactus spines, floors and walls hewn from stone, and subtle landscaping designed to preserve the environment combine to complement the beauty of the surroundings.

RESERVATIONS

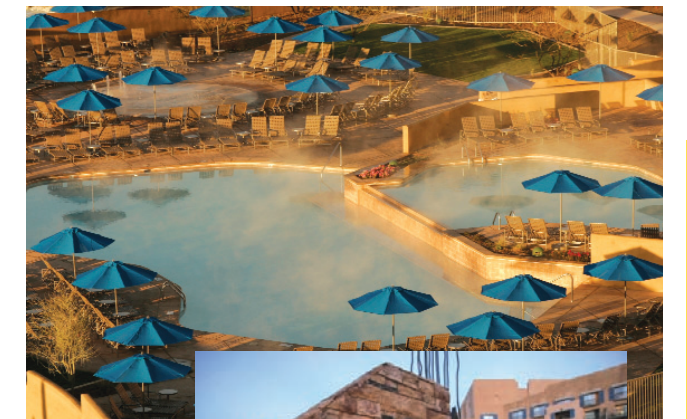
Reservations can be made now online at www.starrpassmarriott.com for \$89 per night through August 8, 2006 or until sold out. Reservations made after August 8th, or after sold out, are subject to rate changes and availability.

Exclusive conference rates start at \$89 per night. These exclusive rates are available beginning Sunday, August 27th, and extend all the way through September 3rd – this gives all conference attendees ample opportunity to extend their stay here in Tucson and enjoy all that gorgeous Southern Arizona has to offer!

TRANSPORTATION & DIRECTIONS

The resort is located approximately 13 miles from Tucson International Airport. If driving from the airport, head north on Tucson Blvd. for about 3 miles, which turns into

Benson Hwy. for 2 miles. Take I-10 W for 2 miles, exit west on 22nd Street, which turns into Starr Pass Road, which ends at the resort. Taxi service is available at the airport for approximately \$30 each way. Shared-ride shuttle vans are available for \$25 each way per person from Arizona Stagecoach, azstagecoach.com, or 520-889-1000. Parking (valet only) is available at the resort for \$15 per night.



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T U C S O N , A R I Z O N A

MAGNIFICENCE THAT IS TUCSON

History and Culture

Come see the magnificence of Tucson! Set in the pristine Sonoran desert and surrounded by spectacular mountains in every direction, you'll be swept away by the beauty of Tucson. Experience the rich culture and history that make Tucson one of the most unique destinations in America. With so much to do, you'll be hard pressed to choose, but here are just a few suggestions:

Come experience Tucson's colorful history! Explore the San Xavier Mission, a 200-year-old structure established in the 17th century by Spanish missionaries. Stroll the streets of historic Tubac (Arizona's first European settlement) and follow the trails of early Spanish soldiers and missionaries. Learn how mining shaped towns like Bisbee, or scramble around the Dragoon Mountains—a historic homeland of the Apache Indians and former hideout of Chief Cochise.

The Old West is alive in Southern Arizona. Tombstone, the site of the real-life "Showdown at the OK Corral," is one of Arizona's most popular attractions. Stroll the streets once walked by Wyatt Earp and Doc Holliday. Experience Old Tucson Studios, a working movie set originally built for the 1939 Western epic, "Arizona". Countless Hollywood movies have been filmed at both locations, including Gunfight at the OK Corral, Cimarron and The Three Amigos. Come see how the West was really won!



complaints and the list goes on and on. Harold graduated from Wayne State University Law School in 1972, has been a member of the Arizona State Bar Association since 1972, U.S. District Court for the District of Arizona since 1972, U.S. Court of Appeals, 9th Circuit since 1974, U.S. Supreme Court since 1975. Since 1979 Harold has been a member of the American Arbitration Association National Panel of Arbitrators and American Arbitration Association National Panel of Construction Arbitrators.



ADDITIONAL INFORMATION

In addition to these informative speakers and interesting topics there will also be sessions on the following:

- Procurement cards (pCards)
- Alternative project delivery methods for construction services (e.g. Design Build, Construction-Manager-at-Risk, and Job Order Contracting)
- Privatization of the Public Procurement Function, State of Alaska Case Study
- Fostering Effective Buyer/Supplier Relations
- Using the Web to Add Value to the Procurement Process
- Case Studies from the Dark Side
- and more!



ACHIEVEMENT OF EXCELLENCE IN PROCUREMENT AWARD PROGRAM

Beth D. Fleming

The Achievement of Excellence in Procurement (AEP) Award is designed to recognize organizational excellence in public procurement. The annual award is earned by those organizations, public and non-profit, that demonstrate excellence by obtaining a high score based on standardized benchmark criteria designed to measure innovation, professional productivity, e-procurement, and leadership attributes of the procurement organization. This session will show you how to apply for the AEP Award and how to present the best possible application.

Beth D. Fleming has held the position of Director of Purchasing for Denton County since 1992 and has worked in public purchasing since 1986. Beth received her bachelor of Business Administration from Texas Woman's University and received her Certified Purchasing Manager from NAPM in 1992 and her Accredited Purchasing Practitioner in 1996. She has served on the Affiliate Support Council and Executive Committee for ISM and is the immediate Past President of the National Purchasing Institute (NPI). Under her leadership, the Denton County Purchasing Department is one of only six government entities in the United State to receive the Achievement of Excellence in Procurement award from the National Purchasing Institute for all ten years since Award inception.

STRATEGIC SOURCING – A FIT FOR LOCAL GOVERNMENTS?

D. Michael Clawson

What is Strategic Sourcing and why should you care? The competitive business environment has shifted from a relatively stable to a dynamic and intensely competitive environment. Businesses are being forced to reduce costs, increase productivity, and find ways to better manage expenses. Strategic Sourcing is a process which evaluates current and potential sources of supply, assesses their value and relevance in meeting long-term

goals and overall business and supply management objectives, and incorporates plans for critical commodities and supply networks. If your organization needs to become more efficient and effective in controlling expenses, while maintaining a continuity of supplies, then you will want to participate in the Strategic Sourcing session!

D. Michael Clawson has been the Purchasing Manager for the City of Sierra Vista for the past 14 years. Prior to this, he was in private sector purchasing for 12 years, most recently as a buyer for Allied-Signal Aerospace in Phoenix, Arizona. Michael holds a bachelor's degree in Business Administration from Arizona State University and a master's degree from Arizona State University with an emphasis in Purchasing & Contracting. Michael is a Master Instructor for the National Institute of Governmental Purchasing, is a Certified Public Purchasing Official, is Area Chair for the Graduate and Undergraduate Colleges of Business and Management for the University of Phoenix and has been a Faculty Member for the University of Phoenix since 1996.

ADMINISTRATIVE HEARINGS AND YOU

Harold Merkow

As a public official, chances are very good in the course of our respective careers that we will find ourselves participating to some degree in an administrative hearing. Chances are that it will be related to a solicitation protest, but it could also be related to personnel matters or any number of other issues that you and your organization have to contend with. This session will include a mock hearing and will give participants the chance to become familiar with what some of us might dread and do almost anything to avoid, while perhaps not appreciating the very constructive opportunity this process provides for issue or problem resolution.

Harold Merkow is a seasoned administrative hearing officer, having presided over 6,000 administrative hearings for a variety of governmental agencies and private clients in areas as diverse as solicitation protests, construction claims, public health and safety, natural and public resources, professional licensing, whistleblower

Old Tucson Studios

Conference Special Event, August 30th.

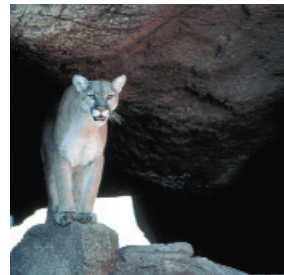


Experience the award-winning movie location that's been a Tucson favorite for decades! Old Tucson Studios is a working film studio whose credits include some of Hollywood's biggest Westerns. Old Tucson Studios is where the

reel West meets the real West! From western movie heroes like John Wayne to current box-office stars such as Harrison Ford, many of Hollywood's legends have walked these rugged streets, the setting for hundreds of major motion pictures. You're invited to retrace the footsteps of your favorite stars and spend a day in the life of an 1880's Western town. **A dinner and show is scheduled for Wednesday August 30, 2006 at Old Tucson Studios. Save the date because this will be a truly unique experience!**

Arizona-Sonora Desert Museum

(www.desertmuseum.org) -The Arizona-Sonora Desert Museum is a world-renowned zoo, natural history museum, and botanical garden, all in one place! Exhibits recreate the natural landscape of the Sonoran Desert Region so realistically you'll find yourself eye-to-eye with mountain lions, prairie dogs, Gila monsters, and more. Within the museum grounds, you will see more than 300 animal species and 1,200 kinds of plants. There are almost 2 miles of paths traversing 21 acres of beautiful natural desert. The museum is located just minutes away from the JW Marriott Starr Pass resort.

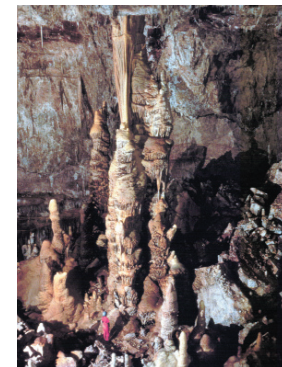


Pima Air and Space Museum



(www.pimaair.org) The Pima Air & Space Museum is the largest Air & Space Museum in the Western United States, complete with a Challenger Learning Center and the famous AMARC airplane "boneyard".

Kartchner Caverns



Kartchner Caverns is one of the top 10 caves in the world. Of those 10 only three are open to the public. Among the three that are open to the public, only Kartchner Caverns is on this continent.

Reservations for cave tours are strongly recommended, and can be made by calling (520) 586-CAVE (2283). For more information on what the park has to offer, including activities,

hours, directions, and services, check out the Kartchner Caverns Park web page or call the park's information line at (520) 586-4100.

Kitt Peak Observatory

(www.noao.edu) - Learn why Southern Arizona has earned the title "Astronomy Capital of the World." See the world's greatest concentration of telescopes for stellar, solar, and planetary research.



Nogales, AZ, and Mexico



Located only an hour from the resort, the twin border cities of Nogales, Arizona, and Nogales, Sonora, Mexico, offer hundreds of curio shops with plenty of opportunities for bargain hunting, especially for those willing to

haggle for the best price. A great source for leather, jewelry, and terra cotta pottery. Always carry proof of citizenship and, if taking a car across the border, check out insurance requirements.

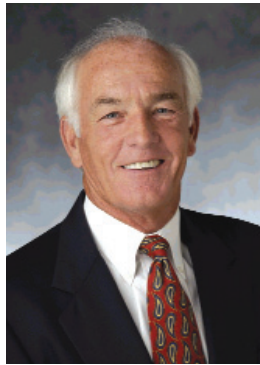
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T U C S O N , A R I Z O N A

FEATURED PRESENTERS



Wednesday, August 30 EXCUSE ME, BUT YOUR ATTITUDE IS SHOWING

Everyone has an attitude. The challenge in today's fast-paced, ever-changing business climate is to make sure your attitude is positive. Attitude impacts your level of satisfaction, commitment and enthusiasm for what you do at work and, ultimately, it is the principle determinant of your success in life. This presentation offers ideas and strategies for developing and maintaining a positive attitude as well as insights into "why" our attitudes are often not as good as we'd like them to be.

AN ATTITUDE OF SERVICE

Providing good customer service is simple, isn't it? Just be friendly. Smile. Be courteous. But it must not be that easy because dissatisfaction with how we are treated is the number one reason for lost business as well as conflict with customers. This presentation will focus on the manager's role in establishing a "culture of service" within the workplace. Five key principles are presented that will help you provide better, more effective service to both internal and external customers. Specific focus will be on the unique issue of service in the public sector setting.

Ron Canham, our first keynote speaker, is President of Canham & Associates, a firm that has provided presentations and consulting services to managers and organizations throughout the United States since 1990. His enthusiastic yet practical approach focuses on topics such as attitude, change, ownership spirit and customer service. Ron brings over 20 years of experience in government, healthcare, higher education and electronics, and holds a bachelors degree from Ohio State University and a masters degree from the University of Arizona. His diverse client list includes Blockbuster Video, Make-A-Wish Foundation, The American Red Cross, Xerox Corporation, Nynex and Alphagraphics Printshops.

Friday, September 1 DEVELOPING SKILLS FOR MORE EFFECTIVE COMMUNICATION IN YOUR WORKPLACE



"That's not what I meant!" How often do we hear that phrase in both our personal and professional lives? In the 21st Century, the challenge of communicating effectively has been intensified by an increase in distance communication, interacting with co-workers, employees and customers of differing backgrounds and experiences as well as the need to communicate complex ideas in a short period of time. These challenges to effective communication can be managed more successfully if each of us can develop an even broader range of communication skills with which to interact with others. Communication techniques will be presented and participants will be involved in activities designed to develop insights and communication skills for ensuring greater understanding and acceptance of ideas.

INFLUENCE: CREATING A PERSUASIVE IMPACT!

Is there anything that I can say or do to cause you to change your mind? Each day millions of people ask this question but comparatively few have the answer. The purpose of this workshop is to provide the participants with those insights and skills that will give them greater strength in influencing the decision making of others. Whether the influence that is required is directed at changing someone's mind, modifying behavior or motivating the individual to do his/her best work, there are techniques that will enable us to make a positive difference in bringing about productive change within others.

Jim Mancuso, our second keynote speaker, has been a speaker, consultant and facilitator in human communication for over twenty-five years. He has developed and presented programs for such organizations as the National Technical Information Service (NTIS) in Washington D. C., General Dynamics, Decision Systems, Kitchell Construction Company, the Arizona Builders' Alliance, the Arizona Homebuilders' Association, Dietz Crane Homes, Honeywell (AlliedSignal), AT&T, Phoenix City Government, the State of Arizona Court System, the Make-A-Wish Foundation, Prudential Insurance, Motorola and the University of Illinois.

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T U C S O N , A R I Z O N A

ORGANIZATIONAL POLITICS AND YOU

Earl Hawkes

Politics are a part of every office, at every level and affect each and every one of us. Politics can be blatant or subtle. You have to understand the politics of your environment for you and your organization to succeed. This session will show you how to avoid being hurt by political situations, and how to still "do the right thing." First-hand "war stories" of successes and failures, and lessons learned will be shared with you. You'll see why politics may be involved in situations you never imagined, and learn to master the traps that politics will place in your way.

Earl Hawkes has held positions ranging from purchasing manager to chief executive. He has worked as a consultant in government and business, taught classes at the university level, authored many articles for professional journals, hosted a television show and contributed to purchasing textbooks. Earl currently instructs on topics ranging from advanced purchasing topics to customized presentations for government and business.

SECRETS OF AMAZING ORGANIZATIONS

Allison Vaillancourt, PH.D., SPHR,

Imagine an organization where the best people clamor to work. Imagine an organization known for its smart, savvy and committed employees. Imagine an organization where members engage in vigorous debate, propose innovation, ideas and produce astounding results. From defining an organizational brand, to promoting honest feedback, to hiring based on critical competencies, this session will address the strategies required to acquire and engage the top-rate talent your organization needs to achieve its aspirations.

Allison Vaillancourt, PH.D., SPHR, is Associate Vice President for Human Resources at the University of Arizona. She holds leadership roles within the Society for Human Resource Management (SHRM) and College and University Professional Association for Human

Resources (CUPA-HR) and consults and presents nationally on issues related to strategic planning, organizational culture and communication, leadership development, and human resources planning and service delivery.

PROBLEM SOLVING TECHNIQUES YOUR MOM NEVER TOLD YOU ABOUT

Michael J. Kolodisner, CPPO

As our world changes at an ever more rapid pace, the one skill that becomes increasingly important is problem solving. The degree to which we can rely on past answers is diminishing in the face of new and different problems. This workshop will provide some proven techniques for effective problem solving. Whether you're a working professional, supervisor or manager, the tools and techniques provided will help you sharpen your problem solving skills and provide you with some new ways of thinking about this most vital aspect of human abilities.

Michael J. Kolodisner, CPPO, is currently Contracting Services Manager for the Metropolitan Water District of Southern California, the largest water agency in the United States. Prior to taking this position he was President of Pro-Train, and involved in training and consulting for both public agencies and private companies throughout the United States, Canada, Europe, Asia, and South America. Prior to starting his consulting business, Mike was Director of Administrative Services and Chief Procurement Officer for Orange County, California. He is a Certified Public Purchasing Officer, has a BA from the University of Maryland and has attended graduate school at George Washington University.